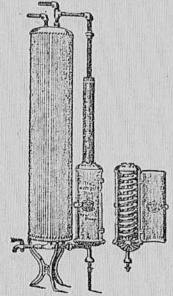
THE TIMES - DISPATCH: RICHMOND, VA., SUNDAY, JUNE 4, 1911. REAL ROMANCES OF THE BUSINESS WORLD Dinding Tortune in Making Ads.



"Garland" Double Copper Coil Water Heater

Proven to be the Most Efficient and Strongest Water Heater of its size ever produced.

Made with Single Copper Coil.

The popularity of the "Garland". Water Heater is based upon the genuine exclusive merits of its construction; the perfection of its operation and its reliability and economy. It does not leak or get out of working order—rusted water from its topper coils is impossible. It is, in short, a perfect piece of scientifically constructed mechanism that invariably gives maximum results at a minimum cost. Aluming the state of the control of the c mum results at a minimum cost. minized casing—easily removed for clean-Sold only by

H. Grimmell's Sons 304 East Broad Street.

Phone Mad. 2266.

cessful writer of advertisements and do it. to-day, but for some shrewd advertising man, who saw there was a gold mine in the brain of the \$1,200 a year posiman. The man or woman who coins a phrase that aids in marketing show the most and have the largest and probably was his advertisement, he may be a fit. There in big blackface know the most and have the largest and on it.

Under the Walls of Fez

BY PIERRE LOTI.

ward the proposition, I shall try it

PRODUCTIVE JEALOUSY

BY FRIEDERICH DERNBURG.

in the interests of his citems and always was now the year year in a service it was consistent in the year year in a service it was now great perfit the ad-makers and it is not great perfit the ad-makers and great perfit the grea

but the giganite threatening walls. I consider the word of walls survived the state of the construction o